

Message Text

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43

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 COME-00 OPIC-03 XMB-02 CIAE-00

INR-07 NSAE-00 OMB-01 TRSE-00 AID-05 IGA-02 CIEP-01

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P 091131Z FEB 76

FM AMEMBASSY NDJAMENA

TO SECSTATE WASHDC PRIORITY 923

LIMITED OFFICIAL USE NDJAMENA 0305

E O 11652: NA

TAGS: BDIS, EINV, CD, US

SUBJ: GOC PROPOSALS TO AGRICOLA, OPIC INSURED US FIRM

REF: NDJAMENA 287

1. AGRICOLA RESIDENT MANAGER KLEEN MET WITH GOC DELEGATION
HEADED BY DIRECTOR GENERAL MINISTRY FINANCE MORNING FEBRUARY 7.
KLEEN INFORMED EMBASSY THAT GOC MADE FOUR POINTS:

- A. ALL RIGHTS WILD GUM COMMERCIALIZATION NOW BELONG TO
GOC FIRM SONACOT;
- B. AGRICOLA MUST SUBMIT SCHEDULE INVESTMENT IN FACTORY AND
PLANTATION BEFORE FURTHER DISCUSSIONS ARE HELD. (COMMENT: PRE-
SUMABLY ON OTHER ASPECTS AGRICOLA OPERATIONS.);
- C. ANY GUM PRODUCED BY AGRICOLA PLANTATIONS WILL BE PROPERTY
OF AGRICOLA;
- D. AGRICOLA CAN PARTICIPATE IN COMMERCIALIZATION OF WILD GUM
ONLY AS CLIENT OF SONACOT.

2. KLEEN INTENDS DISCUSS POSSIBILITY PURCHASING WILD GUM
FROM SONACOT ASAP. LICHTENSTEIN HAD MENTIONED TO EMBASSY
THAT AS LAST RESORT IF AGRICOLA COULD PURCHASE WILD GUM FROM
SONACOT AT PREFERENTIAL PRICE SUFFICIENTLY BELOW MARKET TO
PROVIDE SMALL PROFIT AND COVER REIMBURSEMENT PAST AND FUTURE
INVESTMENT EXPENDITURES AGRICOLA WOULD CONSIDER IDEA. ECONOMICS
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NOT EXACT, BUT LICHTENSTEIN CONSIDERS COST WILD GUM TO SONACOT

AT ABOUT 140 CFA PER KILO WHICH THEN SELLS GUM FOB NDJAMENA
AT 250 CFA KILO. AGRICOLA WOULD NEED ASSURANCE FROM SONACOT
OF SALE TO AGRICOLA OF SUBSTANTIAL QUANTITIES AT PRICE ABOUT
JHOP CFA PER KILO. GIVEN INTRANSIGENCE GOC ON OTHER AREAS,
KLEEN NOT OPTIMISTIC THAT GOC-OWNED SONACOT WILL HAVE MUCH
INCENTIVE TO SELL WILD GUM AGRICOLA AT PRICE EUBSTANTIALLY LESS
THAN IT COULD OBTAIN FROM REGULAR CLIENTS.LITTLE

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Message Attributes

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